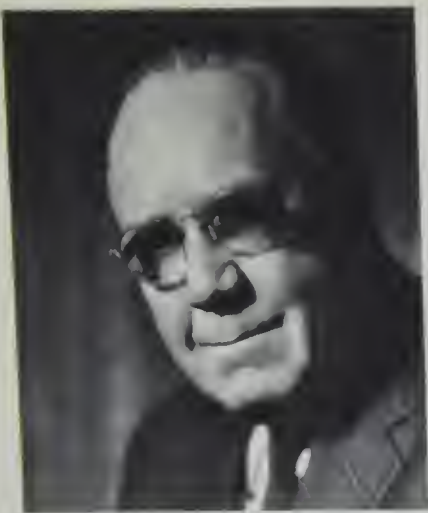




1967 ANNUAL REPORT / THE CLEVELAND SOCIETY FOR THE BLIND



J. KENNETH COZIER

## DEDICATION

For the past three years The Cleveland Society for the Blind has been under the guiding hand of a man whose leadership has moved this agency forward, both in programs for the visually handicapped and in national stature as an agency serving the blind. His perception, imagination and sensitivity have left their impact on all who have known and worked with him. To the members of the Board of Trustees he has given leadership—directing their many diversified talents in building a sound, progressive agency. His personal interest in the staff and the work they are performing has provided them with zest, enthusiasm and a deeper understanding of the job to be done. He is known and revered by hundreds of clients who have met his warm handshake of friendship. His record for active participation in every agency function, be it Board, staff or client, is unequalled. With his charming wife Mary (herself a dedicated volunteer for nearly forty years) at his side, he has made a contribution to this agency and the community at every turn. It is with admiration, devotion and hearts filled with thanks that we dedicate this 1967 annual report to

J. KENNETH COZIER, PRESIDENT  
BOARD OF TRUSTEES  
THE CLEVELAND SOCIETY FOR THE BLIND  
1965—1967

## HIGHLIGHTS — "THE COZIER YEARS" 1965 — 1966 — 1967

- Ground broken for long awaited new rehabilitation and service center.
- J. K. Cozier appointed to Board of Trustees, American Foundation for the Blind.
- Palda Hall at Highbrook Lodge completed.
- Survey of Industrial Division completed by Occupational Planning Committee of Welfare Federation.
- Cozier appointed to second term on Ohio Commission for the Blind.
- Management survey of Industrial Shop conducted by Trundle Consultants, Inc., made possible by grant from the Cleveland Foundation.
- Snack bars opened at Anchor Industries, Stalworth Rubber Co., Cleveland Retail Credit Men's Association, Parma Medical Center and the New Federal Building.
- Home Teaching grant to determine the needs of the newly blinded older persons awarded by the Administration on Aging.
- Kulas Foundation grant received for new pianos.
- Mobility Workshop held for parents of blind children.
- Dedication of Sight Center—one of the finest rehabilitation and service facilities serving the blind in the country.
- Newly organized Community Service Department incorporates Group Work, Prevention of Blindness, Camping and Volunteer services.
- NASA space exhibit at Sight Center.
- Door-to-door and telephone sales solicitation stopped.
- CSB joins the University Circle Development Foundation.
- Cozier appointed to Board of Trustees of National Accreditation Council, an outgrowth of COMSTAC (Commission of Standards & Accreditation of Services to the Blind).
- Teen Program make-up sessions kick off national good grooming workshop for visually handicapped teenagers.
- Free concert series featuring blind artists co-sponsored by the Society and the Cleveland Friends of Music receives grant from the Kulas Foundation.
- Radio series on CSB services aired on WJW.
- Cleveland Society for the Blind, Cleveland Public Library, Board of Education, Ohio State Bureau of Services for the Blind and Telephone Pioneers set up Taping Program for the Blind at Sight Center. Bill West, Taping Director, Library of Congress, leads workshop for taping volunteers.
- Prevention of Blindness Advisory Committee appointed.
- Public Education & Information Advisory Committee re-activated.
- Apartment leased and furnished for male rehabilitation clients.
- Newly formed Preschool Vision Screening Program tests more than 1600 area children in initial effort.
- New bus for Highbrook Lodge donated by Garfield Lions.
- Long Range study on the development and expansion of Highbrook Lodge completed by consultant Dr. Wilbur Batchelor.
- Wages paid to blind workers increased 29%.
- Grant received from Harry K. and Emma R. Fox Charitable Foundation to assist in developing children's group work services.
- Properties purchased on Hawthorne Avenue for proposed Transitional Work Shop Training Center and addition to 55th Street facility.
- Appointment of Service Program and Accreditation Committee to implement CSB self evaluation in preparation of national accreditation.

## SOCIAL SERVICES

A caseworker provides counseling so an emotional problem stemming from blindness may be avoided. A Home Teacher gives guidance in the techniques of daily living—the first link in the chain of rehabilitation. A Talking Book provides hours of learning and leisure time to a visually or physically handicapped person. A low vision aid assists a partially sighted person in making better use of his remaining vision. A referral to camp—or perhaps to a community service club provides recreation and, at the same time, encouragement to participate in community life. This is SOCIAL SERVICE—working to help visually handicapped individuals meet personal and social needs through the application of various techniques and the utilization of Society for the Blind and community resources. ¶ Presently more than 75% of the Greater Cleveland area's 4,000 plus legally blind are registered with the Cleveland Society for the Blind. 323 of these persons were new referrals in 1967. More than 300 homes visits and 500 office interviews were made by Society caseworkers. The casework department was aided during the summer months by the addition of fourth year college students, participating in the "Careers in Social Work" program. ¶ The three-year home teaching project awarded the agency by the Administration on Aging in 1966 called for the employment of two additional Home Teachers, bringing the total number to four. In excess of 1,000 Home Teaching calls were made to 267 individuals in 1967. ¶ Talking Book machines distributed by the Society now number 1,398. In keeping with the new Federal regulations, Talking Books were distributed to the physically handicapped as well as the legally blind. The Telephone Pioneers, long-time volunteer repairmen of the Talking Book program, converted existing machines to three-speed as specified by the Library of Congress. ¶ To a person with some remaining vision, a low vision aid can often spell the



*Above left, Ironing, like all homemaking skills, is an important phase of the Home Teaching Project—determining the personal and social needs of the increasing number of newly blinded older persons.*

*Left, Daily skin care plays an important part in good grooming. Sherri Bigler, Bonne Bell representative, leads a workshop in skin care and make-up as part of the summer teen program.*

difference between ability and inability—independence and dependence. More than 175 varied near and distance aids are now available through the Sight Center's Low Vision Clinic. They run the gamut from sports monoculars and Selsi distance monoculars which can be used for transportation identification or perhaps watching TV, to the Volk Conoid lens or a jeweler's loupe for close magnification in reading or school work. ¶ In all, Social Services were provided to 1,033 visually handicapped persons. This number in no way represents the variety of services, number of contacts or relatives involved in total service to a client. The variety of services provided by Social Services radiates from a basic tenet of good casework service which includes the enlistment of family acceptance, understanding and encouragement of its handicapped member and is aimed toward the goal of enabling that person to assume his proper role in the home and in the community.

## CHILDREN'S SERVICES

A trip to the Petting Zoo—a summer teen program—dances—camp-outs—the drama club—these were some of the highlights of the “fun in learning” programs of Children's Services. ¶ Twenty-five youngsters came face to face with the members of the wild animal kingdom. The field trip to the Petting Zoo resulted in smiles and laughter—love and learning. A summer teen project in conjunction with the Rehab Department opened up new avenues of everyday living to eight teenagers—from the wonders of make-up application to the know-how of a quickie Fudge Brownie recipe. For the partially sighted teen—how to properly use his remaining vision . . . how to rely on other senses—for the congenitally blind teen—a color chart in words. The multiple handicapped blind children picnicked at Highbrook Lodge. The Teen Age Drama Club presented two smash hits. The small fry watched the “Wizard of Oz” with Santa Claus at the Christmas party held at Karamu. ¶ In 1967 Children's Services had 236 blind youngsters registered with the Society. 126 of these received regular service. Through the Children's Services Social Worker (an employee of the Ohio State Bureau of Services to the Blind), parents were counseled; guidance was available to the public school systems enrolling visually handicapped students. The emphasis of Children's Services remains education—of the child, parents, teachers and the community.

“A LOVE AFFAIR WITH A LADY LLAMA”





## REHABILITATION DIVISION

The restrictive factors in blindness may eliminate a person from the occupation that once gave him his livelihood. By mastering a skill he can perform despite his handicap, a blind person can once again become productive and self-sustaining. Rehabilitation provides the means for this restoration. The rehabilitation program restores, develops or improves working abilities of blind individuals so that they are able to qualify for a job, practice a profession, operate a business or continue to be a competent homemaker. ¶ The Sight Center Rehabilitation Division incorporates three separate, yet integrated, functions into its program: assessment; training; and in some cases, work adjustment (programmed to strengthen a client's endurance to work habits needed in competitive industry)—with all or part offered to the client. This rehabilitation process offers an evaluation of the client's capacities, potential and personality traits. The composite picture is drawn from many factors; Work Intelligence (learning ability, logic, memory), Coordination, Performance (accuracy, work tolerance, consistency), Compensating Abilities for Handicap (orientation, use of hearing and remaining vision, ability to travel), and Personality (social responsiveness, self-confidence, initiative, enthusiasm,

flexibility, perseverance). Evaluation is carried out on a personalized client-to-instructor basis. A client spends four weeks or more in the work evaluation shop, in occupational and physical therapy, communications, mobility and psychological testing. ¶ In 1967, 111 clients were served in the Rehabilitation Division. Of this number 39 were state clients, 16 multiple disabilities and 56 Society clients. Mobility instructors gave more than 850 individual lessons. ¶ The final research report on "Comprehensive Orientation and Mobility Training for Blind School Children and the Geriatric Blind" was submitted to the Vocational Rehabilitation Administration. It ended a three-year project awarded the Society in October '64. ¶ In conjunction with Children's Services, a summer teen program was held over a six-week summer period. Eight teens took part in personal adjustment sessions, with emphasis on mobility, physical fitness, homemaking and personal care. ¶ A furnished apartment providing housing for six male rehab clients was rented in the vicinity of the Sight Center. It not only provides better living facilities for non-local clients but affords them the *opportunity of independent living* . . . the long range goal of rehabilitation.

Left, at top . . . Braille—The combination of these six dots—is a basic tool in the rehabilitation of a visually handicapped person.

Left, at bottom . . . Physical fitness—a preliminary to mobility.

Near left . . . Like the sighted, a trained visually handicapped person can learn to use shop equipment.

### PUBLIC EDUCATION & INFORMATION

Through the use of radio, TV, newspapers, brochures and displays the Public Education & Information Department worked to create "lines of communication" between the community and the Society. Re-designed to meet the specifications of the newly set-up Society print shop, seven issues of INSIGHT were mailed to more than 11,500 interested persons. Brochures on Braille, Income Tax, Low Vision Aids and Contact Work, along with Prevention of Blindness literature, were produced. More than 250 articles appeared in local newspapers. The Christmas card program continued to grow—with increased sales of 100%.

Mrs. David Frackelton, active as a Society volunteer for 47 years, led the list of 256 active volunteers honored for a total of 2,191 years of service to the visually handicapped.



"Everyone into the pool" was a familiar cry at Highbrook Lodge last summer. More than 597 camping trips were taken by adults and children throughout the year.



Sadie Knight was the second artist in a series of three free concerts initiated in 1967 by the Cleveland Society for the Blind in cooperation with the Cleveland Friends of Music through a Kulas Foundation grant.



Newly organized craft classes on the East and West Side became one of the most "sought after" activities in the community services department.



## COMMUNITY SERVICES

New programs benefiting both clients and the community highlighted the activities of the Community Services Department in 1967. ¶ The Prevention of Blindness Committee was organized under the chairmanship of Mrs. Harold T. Clark. In cooperation with the Ohio Society for the Prevention of Blindness, a preschool vision screening program was initiated. Society-trained volunteers played the "E" game in testing more than 1600 preschoolers from the suburban areas and the inner city Headstart program. Literature on the screening program and Amblyopia was produced. ¶ The Cleveland Taping Program, a long talked about and much needed service, came into existence in '67. Under the direction of the Cleveland Society for the Blind, Board of Education, Cleveland Public Library, Ohio Bell Telephone Pioneers and the State Bureau of Services for the Blind, the volunteer operated project produced more than 175 tapes to meet special needs (i. e., textbooks, reference material) not readily available through braille or Talking Book. ¶ Volunteers continued in their role as the "backbone" of Community Services. In addition to the Taping and Testing Programs, volunteers were trained as tour guides and provided 165 programs to 3,633 people. They continued their work as drivers, friendly visitors, committee members and helped in such special events as bowling, camping and Christmas projects. ¶ New emphasis was placed on children's activities . . . with more than 100 visually handicapped children participating regularly in camping, teen club, drama group, and the newly organized ham radio group and craft classes. Drama Director Miss Christine Crawfis was selected by the Welfare Federation as the outstanding Cleveland teen volunteer. ¶ Adults also entered into the newly organized Ham Radio and Creative Crafts programs. 400 adults participated in 20 regularly scheduled activities. Special events highlighting '67 included dances, Camp Rally, Talent Show and the Concert Series.



*Playing the "E" game.*

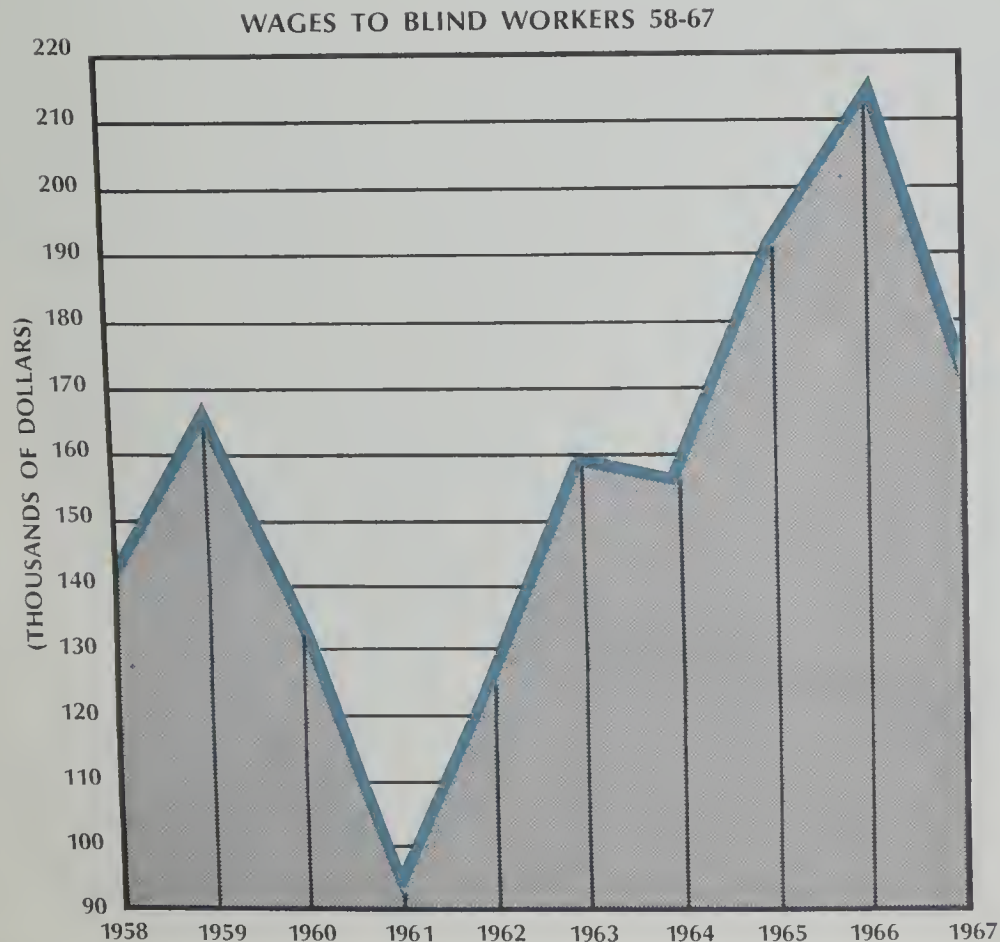
## FOOD SERVICE DIVISION

In this day of change we are constantly subject to varying circumstances, as evidenced in the snack bar program which through the years has met the competitive challenges necessitated by the introduction of new business practices in the Food Service industry. Dark oak wooden counters of the first snack bar in 1922 have given way to glossy pastel formica countertops; inadequate lighting of the thirties has been replaced by bright illumination from overhead fluorescent lighting; old coffee makers and bottled soda pop have yielded to the efficient and expensive urns, dispensers and self-service display cases. ¶ The snack bar program in 1967 felt the effects of the scientific approaches to the food service industry. The trend to new kinds of equipment and methods of customer service was emphasized by the opening and operation of the vending machine program in the Federal Building—providing three new jobs for visually handicapped persons and demanding new approaches to the snack bar training program. ¶ The vending machine program excluded, snack bars now number 30 with the opening of the Parma Medical Center (shown above) and a second stand in the Federal Building. One snack bar was lost when industrial employee growth demanded a "meat and potatoes" approach to food consumption. The 30 snack bars and the vending machine program of 1967 yielded increased earnings in excess of \$400, each to the 50 Snack Bar Managers, Assistants and Relief Operators. In total, more than \$290,000 was paid to blind persons in the Food Service Division. Sales, too, continued on the upsurge—1967 gross income totaled \$1,247,677.00, an increase of \$120,000 over '66 and a growth of more than 400% in a 17-year period—a period of adjustment, innovation and change.

ATED BY THE CLEVELAND SOCIETY FOR THE BLIND



## INDUSTRIAL DIVISION



The Industrial Division serves a dual role. As a rehabilitation facility offering on-the-job training and work adjustment for clients who, hopefully, will obtain competitive employment. As an employment facility providing earning opportunities to those blind persons who, for underlying reasons, need remunerative employment but are not able to compete in the open employment market. Because of the latter the Industrial Division is off-times referred to as a "sheltered shop." ¶ "Sheltered shop" does not signify that trainees and employees vegetate in a void—or that they are being financially compensated for a non-productive day. Rather, the Industrial Division is a division of gainful opportunity operating as a competitive business. ¶ Industrial Division production is broken down into two categories: items manufactured for resale and work contracted from another source. Through contract jobs from varied industries, job diversification is possible and the skills of the employee can be fitted to the job. ¶ **CONTRACT WORK SALES** fell in 1967 to \$157,930. Cause of this drop of 22% can be primarily attributed to the loss of a major long-term contract discontinued when the customer moved his operation to another city. Local union grievances regarding the contracting of work to non-union persons also caused a temporary setback. Because of the importance of contract work a sales brochure was mailed to more than 15,000 persons in the Greater Cleveland area and resulted in several new contracts late in the year. ¶ **STORE SALES** were down 12% to \$202,600. A new foam broom was introduced as well as opaque red and green brooms—hopefully marketed to match milady's kitchen and catch her eye. ¶ **SALES TO OTHER AGENCIES** also on the minus side—27% down from '66. This was in part due to the complete elimination in 1967 of the telephone and door-to-door solicitation sales. ¶ The sale of brooms, push brooms and wet mops to **COMMERCIAL AND INDUSTRIAL** buyers dipped 12% to \$110,000. ¶ On the brighter side, **GOVERNMENT SALES** continued on the uptrend—brooms, mops and pillow-cases were sold to the Armed Forces and the bulletin board program continued at a fast pace for the United States Post Offices. Industrial-made products found their way into commissaries from Europe to Asia. ¶ Unfortunately the over-all picture of 1967 was not a good one. Following the national trend (consumer non-edible sales fell 7 + % nationwide), Industrial Division sales totaled \$901,731.65—a drop of 8-1/2% from 1966. ¶ Total wages paid to blind workers also fell as evidenced in the chart at left.

# FINANCIAL STATEMENT

## COMPARATIVE BALANCE SHEET

### ASSETS

	Dec. 31, 1966	Dec. 31, 1967
Current Assets . . . . .	\$ 587,439	\$ 473,355
Fund Assets* . . . . .	1,198,044	1,289,470
Prepaid Expenses . . . . .	19,591	18,528
Net Fixed Assets . . . . .	1,922,609	1,859,863
Total Assets . . . . .	<u>\$3,727,683</u>	<u>\$3,641,216</u>

### LIABILITIES

Accounts Payable . . . . .	\$ 90,962	\$ 62,894
Other Liabilities . . . . .	28,231	30,144
Total Liabilities . . . . .	\$ 119,193	\$ 93,038

### CAPITAL

Fund Reserves* . . . . .	\$1,521,158	\$1,460,360
Capital Surplus . . . . .	1,864,168	1,794,100
Operating Surplus . . . . .	223,164	293,718
TOTAL LIABILITIES AND CAPITAL . . . . .	<u>\$3,727,683</u>	<u>\$3,641,216</u>

\*Book Value

## COMPARATIVE STATEMENT OF OPERATIONS

### INCOME

#### Sight Center

	1966	1967
Earnings and Miscellaneous		
Services . . . . .	\$ 83,580	\$ 116,718
Endowment Income . . . . .	71,852	91,595
Gifts and Contributions . . . . .	19,417	26,456
Welfare Federation . . . . .	93,352	97,777
	\$ 268,201	\$ 332,546

#### Camp

Genevieve Findley Estate . . . . .	\$ 14,400	\$ 10,000
Camp Endowment Income . . . . .	2,707	4,263
Fees and Scholarships . . . . .	7,666	5,247
	\$ 24,773	\$ 19,510

#### Food Service

Sales . . . . .	\$1,127,841	\$1,247,676
Other Income . . . . .	301	206
	\$1,128,142	\$1,247,882

#### Industrial Division

Sales . . . . .	\$ 970,048	\$ 885,925
Other Income . . . . .	17,560	18,995
	\$ 987,608	\$ 904,920

TOTAL INCOME . . . . .	\$2,408,724	\$2,504,858
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#### Expenses

Salaries and Wages—		
Blind Personnel . . . . .	\$ 523,677	\$ 517,672
Sighted Personnel . . . . .	\$ 485,521	\$ 477,208
Other Expenditures (Operation) . . . . .	1,413,204	1,544,386

TOTAL EXPENDITURES . . . . .	\$2,422,402	\$2,539,266
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Income (Deficit) . . . . .	(13,678)	(34,408)
Other Surplus Adjustments		
Net (Subsidy, etc.) . . . . .	59,428	104,961
Surplus Beginning of Year . . . . .	177,414	223,164
Surplus End of Year . . . . .	<u>\$ 223,164</u>	<u>\$ 293,717</u>

# MEMBERS OF THE CORPORATION

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Adler, Mrs. Hazel  
Albright, Miss Norma  
Alesci, Mrs. Frank  
Ammon, Mrs. Elizabeth  
Amster, Mrs. Martin  
Anderson, Mrs. H. Wayne  
Andrews, Mrs. C. Richard

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Bamberger, Mrs. Theodore  
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Gross, Mrs. Nedward, Jr.  
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Guthrie, Mrs. Warren

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Hollander, Samuel, M.D.  
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Koplow, Mrs. Sidney  
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Krejci, Mrs. Yaro  
Kurtz, Wilbur

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Miller, Mrs. Leon  
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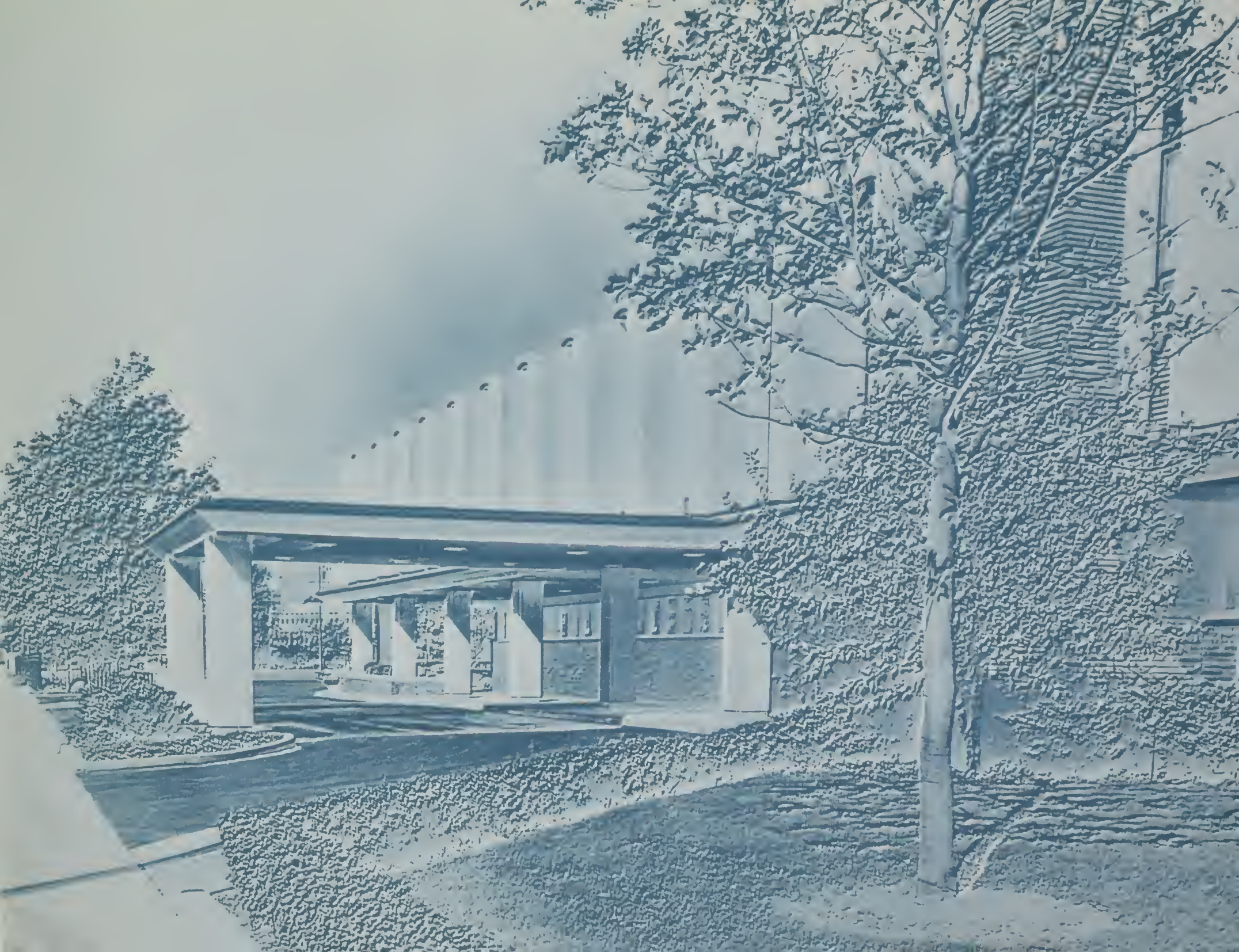
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